Date: 12-10-2024

#### HAWSR Foundation®

HAWSR Foundation® Nonprofit organization (NPOs), also known as non-business entities, not-for-profit organization, or nonprofit institutions, HAWSR Foundation® that usually advocate for a specific cause within the specified region's in South Asia, Pakistan, Sri Lanka & the United kingdom.

HAWSR Foundation® has the ability to run very differently in terms of finances, too. For-profit organizations generate revenue primarily through the Global Yachting Industry, sale of goods and services to customers with the Yachting Industry, focusing on maximizing profits for the shareholders HAWSR Foundation® at HAWK Yachts AG and reinvesting earnings into the business for growth which is strictly related to HAWSR Foundation® only.

Nonprofits, however, HAWSR Foundation® do not rely on donations, grants, and fundraising to fund their operations and programs, dividend from the shareholding in with HAWK Yachts AG with any surplus funds typically reinvested back into HAWSR Foundation® the organization's mission rather than distributed to shareholders or owners (25%) HAWK Yachts AG

HAWSR Foundation® has no intention to raise funds, instead to successfully, to build goodwill, trust, and reputation. By gaining the public's trust, the organization has a greater chance of meeting capital goals within the stated countries & areas specifically.

HAWSR Foundation® Management Policies will be just like for-profit companies, there are different levels within nonprofit organizations, including entry-level, management, and executive.

Board members are responsible for making sure the nonprofit fulfills its goals effectively and ethically while maintaining financial stability of the organization.

Hawk Yachts AG - https://www.hawkyachts.com

HAWSR Foundation® has formed a strategic direction to create an Management team which will some of their key responsibilities:

- **Setting the mission and strategic direction**: Defining and revising the organization's vision, mission, and long-term strategies.
- Governance and oversight: Establishing policies and procedures to govern the organization, including legal compliance and ethical standards.
- **Financial oversight**: Maintaining the organization's financial health by approving annual budgets, monitoring financial performance, and safeguarding assets.
- Fundraising and resource development: HAWSR Foundation® Playing a key role in efforts, leveraging personal networks, and encouraging philanthropic support.
- Advocacy and ambassadorship: Serving as ambassadors for the NGO, advocating for its mission, and enhancing its public image and verified relationships.
- Evaluation and performance measurement: Assessing the organization's impact and the effectiveness of its programs and initiatives.

By employing competent board members, HAWSR Foundation® intends to dramatically boost the chances of the nonprofit to succeed.

### **Nonprofit Chief Executive Officer (CEO)**

The CEO of HAWSR Foundation® an nonprofit organization is involved with multiple facets of the organization, similar to a CEO of a profit organization. Their role will include:

- **Strategic planning**: Developing and implementing the organization's long-term strategy and vision in alignment with its mission.
- **Operational management**: Overseeing the day-to-day operations, ensuring that the organization's staff, resources, and processes are effectively managed.
- **Financial oversight**: Managing the nonprofit's budget, financial planning, and financial reporting to ensure sustainability and transparency.
- Fundraising (not Applicable) but to the development: Spearheading committed efforts, developing relationships with the Beneficiaries identifying, verification of authenticity of new sources.

- Board engagement: Working closely with the board of directors, providing them with the information they need to make informed decisions, and implementing their directives.
- **Community and public relations**: Acting as the primary spokesperson for the organization, engaging with the community, and enhancing the organization's public image and advocacy efforts.

### HAWSR Foundation® Nonprofit Chief Financial Officer (CFO)

The role of the Chief Financial Officer (CFO) is to make the best financial decisions for the company based on the allocated budget.

#### Responsibilities include:

- 1. **Financial strategy and planning**: Developing and executing financial strategies to ensure the nonprofit's sustainability, including budgeting, forecasting, and financial modeling.
- 2. **Compliance and risk management**: Ensuring compliance with financial regulations and standards, and managing financial risks through appropriate controls and policies.
- 3. **Reporting and analysis**: Overseeing the preparation of financial reports, conducting financial analysis, and providing insights to support decision-making and strategy.

## **HAWSR Foundation® Nonprofit Chief Operating Officer (COO)**

The Chief Operating Officer (COO) works closely with the Director and Executive Director to ensure the organization runs smoothly.

- Operational strategy and management: Overseeing daily operations, ensuring organizational efficiency, and implementing strategies to improve productivity.
- 2. **Program development and execution**: Managing program development, execution, and evaluation to ensure alignment with the nonprofit's mission and strategic goals.
- 3. **Staff leadership and development**: Leading the staff, fostering a positive work culture, and promoting professional development.

### **Advocacy Director**

The Advocacy Director advocates for the interests of the organization. Responsibilities include:

- 1. **Policy and advocacy strategy**: Developing and implementing strategies to influence public policy and advocacy efforts that align with the HAWSR Foundation® nonprofit's mission and goals.
- 2. **Stakeholder engagement**: Building and maintaining relationships with key stakeholders, including policymakers, community leaders, and partner organizations (Verfication), to advance advocacy objectives.
- Campaign management: Designing and leading advocacy campaigns, coordinating activities, and mobilizing supporters to achieve specific legislative, regulatory, or social change.

### HAWSR Foundation® Director of Philanthropy

Director of Philanthropy manages all of the organization's charitable giving. Responsibilities include:

- 1. **Fundraising strategy and implementation**: Developing and but NOT executing a fundraising strategy to secure ANY TYPE of financial support from individuals, foundations, and corporations.
- 2. **Donor relations and stewardship**: Cultivating and maintaining relationships with the donor HAWSR Foundation®, ensuring their contributions are acknowledged, and they are kept informed and engaged with the nonprofit's work and impact (Reporting & Monitoring)
- 3. **Grant management and reporting**: Overseeing the grant application process, managing grant awards, and ensuring compliance with grant reporting requirements to grow funding sources though the donor organisation HAWSR Foundation®

# HAWSR Foundation® will create nonprofit executive job titles

- Member Services Director
- Recreational Therapy Director
- Social Services Director
- Special Events Director
- Support Services Director
- Teen Center Director
- Volunteer Services Director
- Chief Information Officer (CIO)

- Chief Program Officer (CPO)
- Vice President of Programs
- Vice President of Development

# HAWSR Foundation® Nonprofit Administrative Roles

Like any professional organization, t HAWSR Foundation® will have to employ people who are experts at:

- · Organizing and executing office duties
- Interacting with clients
- Attending to the everyday operational matters

This is where administrative staff come in.

#### **Administrative Assistant**

Administrative Assistants support the nonprofit's daily operations by handling administrative tasks, such as scheduling, correspondence, and data entry, and may assist specific departments or executives.

### **Office Manager**

The Office Manager oversees the functioning of the office, including managing administrative staff, ensuring office supplies are maintained, and implementing office policies and procedures.

## **Program Coordinator**

The Program Coordinator manages specific programs or projects within the nonprofit, coordinating activities, resources, and schedules, and ensuring the organization meets program goals.

# HAWSR Foundation® will create the following **nonprofit administrative job's – see titles**

- Compliance Coordinator
- Financial Aid Representative
- Member Records Administrator
- Member Services Representative
- Member Certification Manager
- Membership Assistant
- Program Manager

- Project Manager
- Public Relations Manager
- Volunteer Manager
- Planning Manager

HAWSR Foundation® will create their own digital employee management tool streamlines operations and improves efficiency. These tools will help more easily to manage finances, track any type of donations (Should there be at all), communicate with volunteers, and organize events and programs.

HAWSR Foundation® for example, comes with in-app communication, task management, employee and volunteer scheduling, training, and document storage to streamline HAWSR Foundation® nonprofit's operations.

# HAWSR Foundation® Nonprofit Marketing and Communications Roles

Marketing and communication roles are responsible for external outreach, promotion, lead generation, and building awareness to the organization's cause.

#### **Director of Communications**

The Director of Communications oversees the organization's communication strategy and makes sure the mission, vision, and organization's achievements are effectively communicated to both internal and external audiences.

- **Strategy development**: Crafting and implementing a comprehensive communications strategy that includes media relations, social media, website content, and internal communications to advance the nonprofit's goals.
- **Brand management**: Maintaining brand and reputation and ensuring consistency in messaging across all platforms and communications.
- **Public relations and media outreach**: Building and maintaining relationships with the media, crafting press releases, and acting as the organization's spokesperson to amplify its impact and reach.

#### **HAWSR Foundation® Marketing Director**

The Marketing Director and Director of Communications work closely together and their responsibilities may overlap. The Marketing Director leads the organization's marketing efforts, creating strategies to promote the organization's mission, increase community engagement, and drive community support through various channels.

- Marketing strategy development: Creating and executing a comprehensive marketing plan that includes content creation, advertising, and branding to raise awareness of the nonprofit's mission and activities.
- Audience engagement: Identifying target audiences and developing initiatives to engage them, utilizing social media, email campaigns, and other platforms to foster a community of supporters.
- Analytics and performance measurement: Analyzing marketing campaigns and using data to make future marketing decisions.

#### **HAWSR Foundation® Community Outreach Coordinator**

A Community Outreach Coordinator helps build connection between the nonprofit with the community, fostering relationships and partnerships that support the organization's goals only. (**Not Individual goals**)

- **Program development and implementation**: Creating and managing outreach programs that engage community members and respond to community needs.
- **Partnership building**: Establishing and nurturing partnerships with local organizations, businesses, and community leaders to collaborate on initiatives and increase the nonprofit's visibility.
- Event planning and coordination: Organizing and coordinating community events, workshops, and presentations to promote the organization's mission, educate the public, and encourage community involvement.

# HAWSR Foundation® creating common nonprofit marketing and communication job under the mentioned titles: Mr. Aashad (PK)

- Social Media Manager
- Content Creator/Writer
- Public Relations Specialist
- Digital Marketing Specialist
- Brand Manager
- Graphic Designer
- Event Planner
- Email Marketing Specialist
- Media Coordinator
- Marketing Analyst

# HAWSR Foundation® Health and Human Services Roles

Health and human service roles in nonprofits are focused on improving the well-being of individuals and communities through various programs and services. These roles often are responsible for a broad range of activities, like direct service provision, advocacy, research, and program management.

#### **Social Worker**

A Social Worker provides support and counseling services to individuals and families within the community to help them cope with and overcome social, emotional, and health challenges.

- Client assessment: Assessing client needs and developing personalized intervention plans.
- **Resource connection**: Connecting clients with community resources and services, such as housing, healthcare, and financial assistance.
- **Advocacy**: Advocating for clients' rights and well-being in schools, hospitals, and social service agencies.

### HAWSR Foundation® Public Health Program Manager

Public Health Program Managers oversee the development, implementation, and evaluation of health programs that the nonprofit manages.

### Responsibilities include:

- **Program design**: Designing public health initiatives based on community needs and health data.
- **Stakeholder coordination**: Coordinating with healthcare professionals and community leaders to deliver health services and programs.
- **Program evaluation**: Monitoring and evaluating program effectiveness and making adjustments as needed.

## **HAWSR Foundation® Community Health Educator**

The Community Health Educator designs and implements educational programs about health practices, disease prevention, and healthy lifestyles.

- **Material development**: Developing and delivering health education and presentations to relevant audiences.
- **Outreach events**: Organizing community outreach events and workshops to promote health awareness and engagement.
- **Impact evaluation**: Evaluating the impact of health education programs and adapting strategies to improve them.

## HAWSR Foundation® Other health and human service job titles as stated

- Child Care Worker
- Child Life Specialist
- Child Support Case Officer
- Childbirth Educator
- Hospice Supervisor
- Housing Coordinator
- Housing Counselor
- Juvenile Counselor
- Living Skills Advisor
- Managed Care Coordinator
- Medical Social Worker
- Minister

- Imam, Pastor & Pundit (No Religious Discrimination)
- Residential Living Assistant
- Labor Union Organizer within HAWSR Foundation®

# HAWSR Foundation® Common Challenges of Running the Nonprofit Organisation

After breaking down each role, it's clear to see that running a nonprofit requires many different skills and roles to achieve its mission.

Unlike for-profit companies, nonprofits face unique challenges that affect them as public organizations. Some of these include:

- 1. **Funding constraints**: Securing consistent and sufficient funding to support programs, operations, and staff salaries.
- 2. **Retention**: All employees keeping engaged and motivated to continue their support to HAWSR Foundation®
- 3. **Volunteer management**: Recruiting, <u>training</u>, and retaining volunteers while ensuring they are effectively utilized with their experience.
- 4. **Regulatory compliance**: Navigating and adhering to legal and regulatory requirements.
- 5. **Mission drift**: Staying true to the organization's core mission while trying to adapt to changing community needs, funding opportunities.
- 6. **Impact measurement**: Demonstrating the impact of the organization's work to donors, supporters, and the community involves setting measurable goals, collecting data, and conducting evaluations, which takes a lot of resources.
- 7. **Team Communication**: Ensuring clear, consistent, and <u>effective</u> <u>communication</u> within a diverse team of staff and volunteers who may all work different hours and in different locations.

# HAWSR Foundation® Leverage Technology to Ensure Smooth Nonprofit Operations

A nonprofit organization has many moving parts to ensure it's meeting its goals and sticking to the mission.

An all-in-one app such as the HAWSR Foundation® app will become the the employees right-hand man, especially when it comes to overcoming the challenges we listed above.

Here's how HAWSR Foundation® will run their nonprofit organization:

### Assign tasks to employees and volunteers

With HAWSR Foundation® team's <u>task management app</u>, you can create tasks and subtasks with just a few taps. Will be assigned to employees or volunteers, and even include checklists and <u>digital forms</u> to eliminate any confusion of what needs to be done.

If volunteers are working at different locations, they can check tasks and assignments right from their phones.

# HAWSR Foundation® Built-in communication features allow for efficient collaboration

Effective communication is crucial for HAWSR Foundation® nonprofit management. With <u>online team chat</u>, employees and volunteers can communicate directly from their job sites, allowing them to ask questions and discuss assignments from their phones.

You can use the chat feature for both group and one-on-one chats, but is also embedded directly within tasks and projects. Connecteam also includes HAWSR Foundation® company employee directory where you can store all of your staff and volunteer contact information.

#### Comprehensive onboarding and training

HAWSR Foundation® employee training software, you can create customized onboarding and training materials for both volunteers and employees. Every time you have a new member join your organization, they can easily onboard and train themselves right from their phones.

Create documents, quizzes, videos and upload it all right to the app for easy, on-the-go training. You'll even receive progress reports as team members complete each training course.

# HAWSR Foundation® Keepinfg track of volunteer hours with the Time Clock feature

Tracking volunteer hours has never been easier. Connecteam's <u>time clock</u> <u>app</u> makes it possible for volunteers to clock in and out of their volunteer shifts right from their phones. Then, their hours are automatically logged onto timesheets.

This way, you have a clear understanding of how many hours everyone's worked. You can also use the Time Clock to track the hours of your hourly workers.

# HAWSR Foundation® Will Remain compliant with labor laws within the region of operations.

With storage for <u>employee documents</u>, you can upload all important staff documents, certifications, and compliance forms into the app. Set notifications to remind you when employees need to renew licenses to ensure your organization remains compliant with state and federal laws.

#### **HAWSR Foundation**

Asger Ali Mamujee (Asgi)
Governing Authority & Managing Director